

Message

From: Mark Hazelwood [Mark.Hazelwood@pilottravelcenters.com]
Sent: 2/18/2008 6:48:02 PM
To: Janet Welch [Janet.Welch@pilottravelcenters.com]
Subject: RE: Better of Offer

ok

From: Janet Welch
Sent: Monday, February 18, 2008 3:33 PM
To: Mark Hazelwood
Subject: RE: Better of Offer

100,000 to start with 60,000 more coming from Simons.

From: Mark Hazelwood
Sent: Mon 2/18/2008 8:51 AM
To: Janet Welch
Subject: RE: Better of Offer

How many gallons

From: Janet Welch
Sent: Friday, February 15, 2008 9:49 AM
To: Mark Hazelwood
Subject: FW: Better of Offer

Mark,

Arnie has approved a better of deal for John to offer Koleaseco. Is this okay with you? He has offered cp .015 / retail minus .045 but we are setting it up as cp .025 / retail minus .045.

Please let me know.

Thanks!

Janet Welch



Senior Account Manager

800-562-6210 ext 2671

865-297-1493 fax

From: Arnie Ralenkotter
Sent: Friday, February 15, 2008 9:26 AM
To: John Spiewak
Cc: Janet Welch
Subject: RE: Better of Offer

Ok but put it in the billing system as cost plus .025 retail minus .045 unless you think they have a way to track the cost. Do not reflect pricing.

Arnie Ralenkotter

Pilot Travel Centers LLC

Director of Sales Northeast Region

Office: 800-871-9952

Cell: 865-805-5537

Fax: 865-297-1778

From: John Spiewak
Sent: Friday, February 15, 2008 9:19 AM
To: Arnie Ralenkotter
Subject: Better of Offer

With the understanding that across the board better of offers are not a preferred way to conduct our business I need to ask for an approval to offer this type of discount to a customer, Koleaseco, of whom I offered this type of discount Prior to January 16 when the new discount procedures were rolled out. I have been working to get these guys on direct bill for over 4 years and we now have their LOC and are ready to move forward. We are looking to pick up 100,000 a month and our competition TA is offering a Cost Plus .01 across the board and they have the Loves discount that was offered via their letter in place which is a Cost Plus .01 retail minus .05 better of with a zero fee. In order to get the gallons I had offered a cost plus .0125 retail minus .045 better of on direct bill.

Thank you for your consideration.

John Spiewak

Regional Sales Manager

Pilot Travel Centers LLC

